

## PATENT ABSTRACTS OF JAPAN

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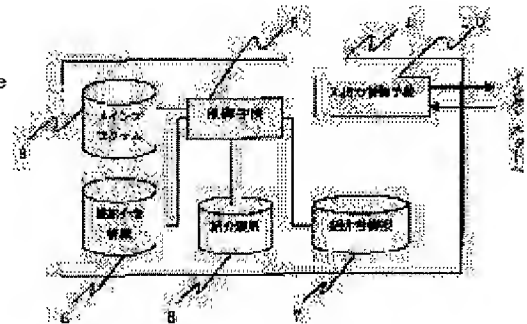
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(22)Date of filing : 01.08.2000 (72)Inventor : WAKURA SHINJI

### (54) INTRODUCTION HISTORY MANAGING SYSTEM

#### (57)Abstract:

**PROBLEM TO BE SOLVED:** To provide an introduction history managing system with which an introducer can surely get a reward.

**SOLUTION:** This system has a server 1 connectable from a portable terminal through the Internet and the server 1 is provided with an identification data storage means 7 for storing identification data transmitted from the portable terminal for identifying the owner of the portable terminal and an introduction relation storage means 8 for relating and storing the identification data of the introducer and the identification data of a person to be introduced when the said identification data of the introducer and the identification data of the person to be introduced are received.



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CLAIMS

[Claim(s)]

[Claim 1] The introduction hysteresis managerial system carry out [ coming to be prepared an introduction relation storage means associated and memorize said introducer's discernment data, and an introducer's-ed discernment data, when a discernment data-storage means memorize the discernment data for identifying the possessor of this personal digital assistant which have a server connectable from a personal digital assistant through the Internet, and were transmitted to this server from the personal digital assistant, said discernment data of an introducer, and an introducer's-ed discernment data are received, and ] as the description.

[Claim 2] The introduction hysteresis managerial system according to claim 1 with which said discernment data may contain any of fingerprint data, voiceprint data, and the hand data they are.

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DETAILED DESCRIPTION

[Detailed Description of the Invention]

[0001]

[Field of the Invention] An introducer introduces an introducer-ed to the selling agency of goods etc., and this invention relates to the introduction hysteresis managerial system which may be used in case goods are sold to an introducer-ed.

[0002]

[Description of the Prior Art] As a sales method of goods, people are conventionally introduced to a contractor and a contractor has a method of selling goods to the introduced person. In such a sales method, when the introduced person (introducer-ed) enters an introducer's identifier, an introducer's registration number, etc. in a registration card etc. with contacts, such as his name, the address, and the telephone number, at the time of coming to the store and purchase etc., it specifies whether said introducer-ed was introduced by whom. Moreover, when the introduced person (introducer-ed) purchases goods, with reference to said registration card etc., the remuneration of a gift certificate, a premium, cash, etc. is paid from the contractor to the introducer.

[0003]

[Problem(s) to be Solved by the Invention] However, in said conventional approach, after a certain man received introduction from one person and received introduction also from the man besides after that, when the purchase of goods is determined, an introducer will not be able to specify which man it is, but introduction being related of an introducer will become indefinite. In the sales method by introduction, if introduction relation is indefinite as mentioned above since remuneration is paid to an introducer in case an introducer-ed purchases goods, there is a problem that an introducer receives disadvantageous profit.

[0004] This invention was made in order to solve such a problem, and it aims at offering the introduction hysteresis managerial system with which an introducer can acquire remuneration certainly.

[0005]

[Means for Solving the Problem] The introduction hysteresis managerial system concerning this invention made in order to solve the above-mentioned technical problem It has a server connectable from a personal digital assistant through the Internet. To this server 1 A discernment data storage means 7 to memorize the discernment data for identifying the possessor of this personal digital assistant transmitted from the personal digital assistant. When said discernment data of an introducer and an introducer's-ed discernment data are received, it is characterized by establishing an introduction relation storage means 8 to associate and memorize said introducer's discernment data, and an introducer's-ed discernment data. According to this system, since the discernment data of an introducer and an introducer-ed are associated and memorized, it can specify who introduced the introducer-ed by referring to the introduction relation storage means 8.

[0006] It is desirable that said discernment data may contain any of fingerprint data, voiceprint data, and the hand data they are. By considering as this configuration, discernment data can be used as the data of a proper at an individual.

[0007]

[Embodiment of the Invention] Hereafter, 1 operation gestalt of this invention is explained based on a drawing. Drawing 1 is the conceptual diagram showing 1 operation gestalt of the introduction hysteresis managerial system concerning this invention. A reference mark 1 is a server and is connected to the Internet 3 via the telephone line. Moreover, a reference mark 2 shows the introducer terminal which an introducer has, and a reference mark 4 shows the introducer-ed terminal of the introduced person. Said introducer terminal 2 and the introducer-ed terminal 4 are connected to the Internet via the telephone line like said server 1. In addition, the display which consists of liquid crystal displays etc., respectively, and the input sections, such as an input carbon button, are prepared in the introducer terminal 2 and the introducer-ed terminal 4, and personal digital assistants, such as a cellular phone, PHS, and a Personal Digital Assistant, may be suitably used for them as the introducer terminal 2 and an introducer-ed terminal 4. In this operation gestalt, the case where a cellular phone is used as the introducer terminal 2 and an introducer-ed terminal 4 is explained.

[0008] Next, the configuration of a server 1 is explained. Drawing 2 is the block diagram showing the configuration of a server 1. In drawing 2, a reference mark 5 shows a control means, consists of CPUs etc., and performs a data transfer, control of each part, various operations, etc. Furthermore, an input/output control means 10 to control the data inputted from the introducer terminal 2 connected through the Internet 3 or the introducer-ed terminal 4 and the data outputted from a server 1 is formed in said server 1.

[0009] Moreover, the file by which the information about an introducer-ed was put in a database is stored in the storage means 6. The telephone number of the cellular phone of contacts, such as an introducer's-ed name and the address, a mail address, and an introducer-ed etc. is mentioned to the information about an introducer-ed.

[0010] The file by which the information about an introducer was put in a database is stored in the storage means 7. ID for identifying contacts, such as an introducer's name and the address, a mail address, the telephone number of an introducer's cellular phone, and an individual, a password, etc. are mentioned to the information about an introducer.

[0011] On the other hand, when introduction is made by the storage means 8, the introduction hysteresis information which

specifies and associates an introducer and an introducer-ed is stored in it. For example, the telephone number of an introducer's cellular phone, the telephone number of an introducer's-ed cellular phone, and the time amount by which introduction was made by the server 1 are associated, and it is stored in the file. In addition, as said each storage means, a hard disk etc. is used suitably, for example.

[0012] Moreover, the main program is stored in the storage means 9. The main program consists of programs for displaying various kinds of information on the display of each of said terminal etc., and operates by the control means 5. If the main program within said storage means 9 operates by the control means 5, the file stored in the storage means 6, 7, and 8 is referred to suitably, or the file in a main program, the storage means 6 and 7, and 8 is associated and constituted so that storage may be updated.

[0013] Next, actuation of the introduction hysteresis managerial system in this operation gestalt is explained. First, the introducer by whom registration is made by the storage means 7 in a server 1 gives a friend etc. explanation about what it is going to sell, such as goods and service. If it agrees that the given friend receives introduction to the firm which sells said goods, service, etc., an introducer will access a server 1 from a cellular phone (introducer terminal) 2. If it connects with a server 1 from a cellular phone, according to a main program, an introduction screen as shown in drawing 3 will be transmitted from a server 1 to a cellular phone.

[0014] Next, after an introducer inputs ID, a password and the name of those (henceforth an introducer-ed) who want to introduce, the address, the telephone number of a cellular phone, the mail address of a cellular phone, etc. according to the display of an introduction screen, it transmits to a server 1.

[0015] A server 1 collates ID which received, and a password with what is memorized by the storage means 7. When in agreement with what is memorized by the storage means 7, the introducer is specified and the telephone number inputted into a storage means 8 to memorize introduction hysteresis later is called from the storage means 7. In addition, since it is the thing of a proper, the telephone number of a cellular phone may be used for the possessor as discernment data which identify an introducer and an introducer-ed. And the storage means 7 plays a role of a discernment data storage means to memorize the discernment data for identifying the possessor of a cellular phone.

[0016] While the information about introducers-ed, such as an introducer's-ed name, the address, the telephone number of a cellular phone, and a mail address of a cellular phone, is memorized by the storage means 6 in a server 1, the telephone number of the cellular phone of an introducer and an introducer-ed is inputted into the storage means 8 as introduction hysteresis as time amount (time amount by which an introducer's-ed telephone number etc. was transmitted to the server 1) with introduction, and information (discernment data) which specifies an individual.

[0017] Next, to an introducer-ed, ID is transmitted to a cellular phone (introducer-ed terminal) 4 by E-mail from a server 1. In order to check to a server 1 that surely it has been introduced to the introducer, an introducer-ed accesses a server 1 and inputs ID. In addition, as for a password, it is desirable for an introducer-ed to set up and to register with a server 1. To an introducer's-ed cellular phone, the application screen shown in drawing 4 is transmitted from a server 1.

[0018] An introducer-ed transmits the application screen inputted into the server 1, after inputting a point to be checked on an application screen with a cellular phone 4. The server 1 which received the application screen transmits the mail which reports that surely introduction was materialized to both an introducer and an introducer-ed, after inputting the data in which it is shown that introduction was completed into the storage means 8 which memorized introduction hysteresis.

[0019] If e-mail, direct mail, etc. which are urged to purchase goods and service are sent to an introducer-ed and it is connected with purchase, predetermined remuneration (a gold note, cash, a gift certificate, goods, etc.) will be passed to an introducer. In addition, the data about whether it purchased or not are also memorized by storage means 6 to memorize the introducer-ed information on a server 1.

[0020] Thus, since a server 1 can memorize who introduced whom for a storage means 8 to memorize introduction hysteresis, introduction relation is clear and remuneration is certainly passed to an introducer. Moreover, since how many introducers having introduced and the data of whether the introducer-ed purchased goods are also memorized by the storage means, an introducer can recognize whether the partner whom he introduced purchased by enabling perusal of these data to an introducer.

[0021] Moreover, also when the introducer-ed is already introduced, it receives introduction in a duplex and is correct by referring for the storage means 8 which memorized introduction hysteresis.

[0022] Furthermore, since both an introducer and an introducer-ed use a cellular phone and connection with a server 1 is possible on the spot when the introducer explained goods etc. to the introducer-ed, it is possible to transmit introduction relation etc. immediately. Therefore, introduction speed can be improved as compared with the former.

[0023] In the above-mentioned operation gestalt, as discernment data, although the telephone number of a cellular phone was used As data for specifying an individual, digital-data-ize a fingerprint, a voiceprint, a hand, etc. at the time of registration, and it memorizes to the server. The equipments (a scanner, audio input unit, etc.) which read a fingerprint, a voiceprint, a hand, etc. can be connected to a cellular phone, and an introducer etc. can also be attested by transmitting the read data to a server with ID and a password.

[0024] Thus, an individual can certainly be specified by [ such as fingerprint data, voiceprint data, and hand data, ] using as discernment data any they are. Therefore, spoofing, such as having two or more ID by one person, can be prevented in the case of registration.

[0025] Moreover, in the above-mentioned operation gestalt, although the telephone number of each cellular phone was memorized for a storage means to memorize introduction hysteresis information, as information (discernment data) which specifies an introducer and an introducer-ed, if an introducer's ID, an introducer's-ed name, etc. are the information which can specify an introducer and an introducer-ed, it is arbitrary.

[0026] Furthermore, as an introducer terminal and an introducer-ed terminal, although not only a cellular phone but PHS, a Personal Digital Assistant (PDA), a personal computer, etc. are arbitration, since it can bring an introductory speed forward that it is a portable terminal (PHS, Personal Digital Assistant), it is desirable.

[0027] Moreover, in the above-mentioned operation gestalt, when goods etc. were sold by introduction, the introduction hysteresis managerial system was used, but the introduction hysteresis managerial system concerning this invention may be used for various applications which deliver and receive information on the assumption that introduction, without being limited to \*\*\*\*.

[0028]

[Effect of the Invention] According to the introduction hysteresis managerial system concerning this invention, since introduction relation can certainly be shown, it can prevent becoming disadvantageous to an introducer and remuneration can be certainly passed to an introducer.

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[Translation done.]

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**TECHNICAL FIELD**

[Field of the Invention] An introducer introduces an introducer-ed to the selling agency of goods etc., and this invention relates to the introduction hysteresis managerial system which may be used in case goods are sold to an introducer-ed.

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PRIOR ART

[Description of the Prior Art] As a sales method of goods, people are conventionally introduced to a contractor and a contractor has a method of selling goods to the introduced person. In such a sales method, when the introduced person (introducer-ed) enters an introducer's identifier, an introducer's registration number, etc. in a registration card etc. with contacts, such as his name, the address, and the telephone number, at the time of coming to the store and purchase etc., it specifies whether said introducer-ed was introduced by whom. Moreover, when the introduced person (introducer-ed) purchases goods, with reference to said registration card etc., the remuneration of a gift certificate, a premium, cash, etc. is paid from the contractor to the introducer.

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EFFECT OF THE INVENTION

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TECHNICAL PROBLEM

[Problem(s) to be Solved by the Invention] However, in said conventional approach, after a certain man received introduction from one person and received introduction also from the man besides after that, when the purchase of goods is determined, an introducer will not be able to specify which man it is, but introduction being related of an introducer will become indefinite. In the sales method by introduction, if introduction relation is indefinite as mentioned above since remuneration is paid to an introducer in case an introducer-ed purchases goods, there is a problem that an introducer receives disadvantageous profit.

[0004] This invention was made in order to solve such a problem, and it aims at offering the introduction hysteresis managerial system with which an introducer can acquire remuneration certainly.

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MEANS

[Means for Solving the Problem] The introduction hysteresis managerial system concerning this invention made in order to solve the above-mentioned technical problem. It has a server connectable from a personal digital assistant through the Internet. To this server 1 A discernment data storage means 7 to memorize the discernment data for identifying the possessor of this personal digital assistant transmitted from the personal digital assistant. When said discernment data of an introducer and an introducer's-ed discernment data are received, it is characterized by establishing an introduction relation storage means 8 to associate and memorize said introducer's discernment data, and an introducer's-ed discernment data. According to this system, since the discernment data of an introducer and an introducer-ed are associated and memorized, it can specify who introduced the introducer-ed by referring to the introduction relation storage means 8.

[0006] It is desirable that said discernment data may contain any of fingerprint data, voiceprint data, and the hand data they are. By considering as this configuration, discernment data can be used as the data of a proper at an individual.

[0007]

[Embodiment of the Invention] Hereafter, 1 operation gestalt of this invention is explained based on a drawing. Drawing 1 is the conceptual diagram showing 1 operation gestalt of the introduction hysteresis managerial system concerning this invention. A reference mark 1 is a server and is connected to the Internet 3 via the telephone line. Moreover, a reference mark 2 shows the introducer terminal which an introducer has, and a reference mark 4 shows the introducer-ed terminal of the introduced person. Said introducer terminal 2 and the introducer-ed terminal 4 are connected to the Internet via the telephone line like said server 1. In addition, the display which consists of liquid crystal displays etc., respectively, and the input sections, such as an input carbon button, are prepared in the introducer terminal 2 and the introducer-ed terminal 4, and personal digital assistants, such as a cellular phone, PHS, and a Personal Digital Assistant, may be suitably used for them as the introducer terminal 2 and an introducer-ed terminal 4. In this operation gestalt, the case where a cellular phone is used as the introducer terminal 2 and an introducer-ed terminal 4 is explained.

[0008] Next, the configuration of a server 1 is explained. Drawing 2 is the block diagram showing the configuration of a server 1. In drawing 2, a reference mark 5 shows a control means, consists of CPUs etc., and performs a data transfer, control of each part, various operations, etc. Furthermore, an input/output control means 10 to control the data inputted from the introducer terminal 2 connected through the Internet 3 or the introducer-ed terminal 4 and the data outputted from a server 1 is formed in said server 1.

[0009] Moreover, the file by which the information about an introducer-ed was put in a database is stored in the storage means 6. The telephone number of the cellular phone of contacts, such as an introducer's-ed name and the address, a mail address, and an introducer-ed etc. is mentioned to the information about an introducer-ed.

[0010] The file by which the information about an introducer was put in a database is stored in the storage means 7. ID for identifying contacts, such as an introducer's name and the address, a mail address, the telephone number of an introducer's cellular phone, and an individual, a password, etc. are mentioned to the information about an introducer.

[0011] On the other hand, when introduction is made by the storage means 8, the introduction hysteresis information which specifies and associates an introducer and an introducer-ed is stored in it. For example, the telephone number of an introducer's cellular phone, the telephone number of an introducer's-ed cellular phone, and the time amount by which introduction was made by the server 1 are associated, and it is stored in the file. In addition, as said each storage means, a hard disk etc. is used suitably, for example.

[0012] Moreover, the main program is stored in the storage means 9. The main program consists of programs for displaying various kinds of information on the display of each of said terminal etc., and operates by the control means 5. If the main program within said storage means 9 operates by the control means 5, the file stored in the storage means 6, 7, and 8 is referred to suitably, or the file in a main program, the storage means 6 and 7, and 8 is associated and constituted so that storage may be updated.

[0013] Next, actuation of the introduction hysteresis managerial system in this operation gestalt is explained. First, the introducer by whom registration is made by the storage means 7 in a server 1 gives a friend etc. explanation about what it is going to sell, such as goods and service. If it agrees that the given friend receives introduction to the firm which sells said goods, service, etc., an introducer will access a server 1 from a cellular phone (introducer terminal) 2. If it connects with a server 1 from a cellular phone, according to a main program, an introduction screen as shown in drawing 3 will be transmitted from a server 1 to a cellular phone.

[0014] Next, after an introducer inputs ID, a password and the name of those (henceforth an introducer-ed) who want to introduce, the address, the telephone number of a cellular phone, the mail address of a cellular phone, etc. according to the display of an introduction screen, it transmits to a server 1.

[0015] A server 1 collates ID which received, and a password with what is memorized by the storage means 7. When in agreement with what is memorized by the storage means 7, the introducer is specified and the telephone number inputted into a storage means 8 to memorize introduction hysteresis later is called from the storage means 7. In addition, since it is the thing of

a proper, the telephone number of a cellular phone may be used for the possessor as discernment data which identify an introducer and an introducer-ed. And the storage means 7 plays a role of a discernment data storage means to memorize the discernment data for identifying the possessor of a cellular phone.

[0016] While the information about introducers-ed, such as an introducer's-ed name, the address, the telephone number of a cellular phone, and a mail address of a cellular phone, is memorized by the storage means 6 in a server 1, the telephone number of the cellular phone of an introducer and an introducer-ed is inputted into the storage means 8 as introduction hysteresis as time amount (time amount by which an introducer's-ed telephone number etc. was transmitted to the server 1) with introduction, and information (discernment data) which specifies an individual.

[0017] Next, to an introducer-ed, ID is transmitted to a cellular phone (introducer-ed terminal) 4 by E-mail from a server 1. In order to check to a server 1 that surely it has been introduced to the introducer, an introducer-ed accesses a server 1 and inputs ID. In addition, as for a password, it is desirable for an introducer-ed to set up and to register with a server 1. To an introducer's-ed cellular phone, the application screen shown in drawing 4 is transmitted from a server 1.

[0018] An introducer-ed transmits the application screen inputted into the server 1, after inputting a point to be checked on an application screen with a cellular phone 4. The server 1 which received the application screen transmits the mail which reports that surely introduction was materialized to both an introducer and an introducer-ed, after inputting the data in which it is shown that introduction was completed into the storage means 8 which memorized introduction hysteresis.

[0019] If e-mail, direct mail, etc. which are urged to purchase goods and service are sent to an introducer-ed and it is connected with purchase, predetermined remuneration (a gold note, cash, a gift certificate, goods, etc.) will be passed to an introducer. In addition, the data about whether it purchased or not are also memorized by storage means 6 to memorize the introducer-ed information on a server 1.

[0020] Thus, since a server 1 can memorize who introduced whom for a storage means 8 to memorize introduction hysteresis, introduction relation is clear and remuneration is certainly passed to an introducer. Moreover, since how many introducers having introduced and the data of whether the introducer-ed purchased goods are also memorized by the storage means, an introducer can recognize whether the partner whom he introduced purchased by enabling perusal of these data to an introducer.

[0021] Moreover, also when the introducer-ed is already introduced, it receives introduction in a duplex and is correct by referring for the storage means 8 which memorized introduction hysteresis.

[0022] Furthermore, since both an introducer and an introducer-ed use a cellular phone and connection with a server 1 is possible on the spot when the introducer explained goods etc. to the introducer-ed, it is possible to transmit introduction relation etc. immediately. Therefore, introduction speed can be improved as compared with the former.

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[0024] Thus, an individual can certainly be specified by [, such as fingerprint data, voiceprint data, and hand data, ] using as discernment data any they are. Therefore, spoofing, such as having two or more ID by one person, can be prevented in the case of registration.

[0025] Moreover, in the above-mentioned operation gestalt, although the telephone number of each cellular phone was memorized for a storage means to memorize introduction hysteresis information, as information (discernment data) which specifies an introducer and an introducer-ed, if an introducer's ID, an introducer's-ed name, etc. are the information which can specify an introducer and an introducer-ed, it is arbitrary.

[0026] Furthermore, as an introducer terminal and an introducer-ed terminal, although not only a cellular phone but PHS, a Personal Digital Assistant (PDA), a personal computer, etc. are arbitration, since it can bring an introductory speed forward that it is a portable terminal (PHS, Personal Digital Assistant), it is desirable.

[0027] Moreover, in the above-mentioned operation gestalt, when goods etc. were sold by introduction, the introduction hysteresis managerial system was used, but the introduction hysteresis managerial system concerning this invention may be used for various applications which deliver and receive information on the assumption that introduction, without being limited to

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DESCRIPTION OF DRAWINGS

[Brief Description of the Drawings]

[Drawing 1] The conceptual diagram showing 1 operation gestalt of the introduction hysteresis managerial system concerning this invention.

[Drawing 2] The block diagram showing the configuration of a server.

[Drawing 3] The example of an introduction screen.

[Drawing 4] The example of an application screen.

[Description of Notations]

1 Server 2 Cellular Phone (Introducer Terminal)

3 Internet 4 Cellular Phone (Introducer-ed Terminal)

5 Control Means 6, 7, 8, 9 Storage Means

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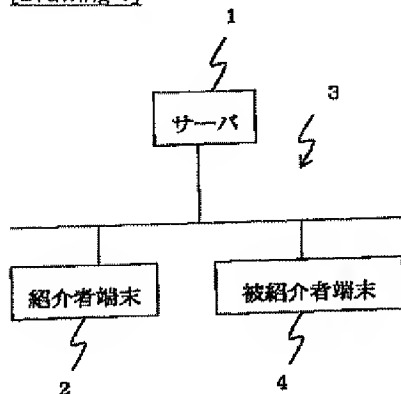
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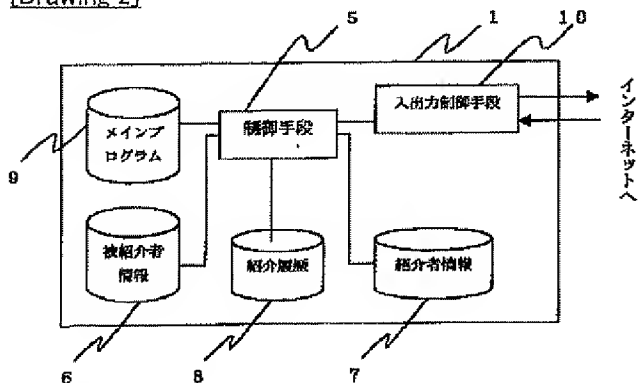
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DRAWINGS

[Drawing 1]



[Drawing 2]



[Drawing 3]

紹介画面

ID

パスワード

紹介したい人の氏名

住所

携帯電話番号

メールアドレス

送信

[Drawing 4]

## 応募画面

あなたは、弊社の〇商品の購入に際して  
Aさんから紹介を受けております。

1. 間違いないですか？

☐ 間違いない    ☐ 紹介を受けていない

2. 弊社に登録することに同意しますか？

☐ 同意する    ☐ 同意しない

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[Translation done.]